



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN RHODE ISLAND

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in RHODE ISLAND (Fiscal Year 1999 thru 2003)

Companies Supported:	13
Communities Supported:	10
Value of Exports Supported:	\$40.7 million
Value of Exports Supported - FY 2003:	\$ 9.2 million

EXPORT-IMPORT BANK *of the* UNITED STATES

Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire,
New Jersey, Pennsylvania, Connecticut, Rhode Island

212.809.2650 • www.exim.gov

March 2004

Ex-Im Bank Success Stories

Maxson Automatic Machinery Co., a Westerly, Rhode Island, small business that manufactures paper cutting and stacking equipment, received a \$255,000 loan guarantee and a new customer in **Venezuela**, thanks to an Internet search that led the company to Ex-Im Bank's Web site. Erin Erni, head of international sales for Maxon, said that with Ex-Im Bank's backing her company was able to offer Suplygrafica Espacial C.A. of Maracay, **Venezuela**, more competitive financing than its rivals in **Germany, Spain and the United Kingdom** -- some of whom had the backing of their national export credit agencies. "We'd been exporting aggressively and were losing sales to foreign competition," Erni said. "Since we only do about ten to 12 transactions each year, every sale counts in terms of income and jobs sustained. For a company our size, Ex-Im Bank's guarantee made all the difference in the world. If Suplygrafica couldn't get financing they couldn't do the deal." Erni says that from now on Ex-Im Bank financing will be part of Maxson's sales pitch to Latin American customers.